

## AMENDMENTS TO THE CLAIMS

Please amend Claims 1, 12, 15, 28, 45, 48 and 50 as follows:

1. **(Currently Amended)** A computer system comprising:
  - a processor;
  - a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising
    - a forecast series creation set of instructions to
      - identify hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of each member of the organization,
      - identify a date on which to generate a forecast and a period of time over which the forecast is to cover ~~and time to generate a forecast,~~
      - identify members of the organization to be included in the forecast, the members derived from the hierarchy,
      - identify forecast data to be automatically analyzed to generate the forecast, ~~and~~
      - identify a visibility mode for the forecast, ~~and~~
      - generate a forecast series comprising the identity of the identified hierarchy data, the identity of the identified date and the period of time ~~to generate the forecast,~~ the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the identified visibility mode, and store the forecast series for use in generation of the forecast;
    - an opportunity and revenue scheduling creation set of instructions to identify forecast data; and
    - a forecast creation set of instructions to generate the forecast **[[,]]** using the forecast series.

2. (Previously Presented) The computer system of claim 1, wherein the hierarchy structure comprises a plurality of management levels, the forecast series creation set of instructions further comprises instructions to define visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device, and include the visibility rules in the forecast series, and the forecast creation set of instructions further comprises instructions to generate a forecast for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.
3. (Previously Presented) The computer system of claim 2, wherein a forecast is generated for a manager, and the visibility rules include a maximum hierarchy depth search value  $n$  defining a search scope such that the forecast generated for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is  $\leq n$  levels below a management level occupied by the manager.
4. (Cancelled)
5. (Previously Presented) The computer system of claim 1 wherein the opportunity and revenue scheduling creation set of instructions further comprises instructions to enable a member of the organization to submit a forecast to a superior; and prevent the member from modifying the forecast after it has been submitted.

6. (Previously Presented) The computer system of claim 5, wherein the forecast creation set of instructions further comprises instructions to  
present forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

7 - 11. (Cancelled)

12. (Currently Amended) A computer system comprising:  
a processor;  
a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising  
a forecast series creation set of instructions comprising instructions to  
identify hierarchy data defining members of an organization and a hierarchical position of each member,  
determine an identity of a current forecast participant who is a member of the organization,  
identify members of the organization who are subordinate to the current forecast participant based on the hierarchy data,  
identify a date on which to generate a forecast and a period of time over which the forecast is to cover and time to generate a forecast,  
identify members of the organization to be included in the forecast, the members derived from the hierarchy,  
identify forecast data to be automatically analyzed to generate the forecast,  
identify a visibility mode for the forecast, ~~and~~  
generate a forecast series comprising the identity of the identified hierarchy data, the identity of the current forecast participant, the identity of members of the organization who are subordinate to the current forecast participant, the identity of the date and the period of time to generate the forecast, the

identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the visibility mode, and  
**store the forecast series for use in generation of the forecast;**

an opportunity and revenue scheduling creation set of instructions comprising instructions to identify forecast data corresponding to the members of the organization; and

a forecast creation set of instructions comprising instructions to generate forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant, using the forecast series, and present forecast data to the current forecast participant.

13. (Previously Presented) The computer system of claim 12, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, and the forecast creation set of instructions further comprises instructions to automatically generate a forecast for any member among said one or more selected members who has yet to submit a forecast, and generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that is automatically generated.

14. (Previously Presented) The computer system of claim 13 wherein the forecast creation set of instructions further comprises instructions to automatically calculate forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast in a recursive manner from lower levels to higher levels in the organization's hierarchy, wherein the manager occupies at least a second level of management in the organization's hierarchy.

15. (Currently Amended) A system comprising:
- a processor;
  - a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising
    - a forecast series creation set of instructions to
      - identify hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of members of the organization,
      - identify rules that specify forecast data that are visible to each member of the organization,
      - identify a date on which to generate a forecast and a period of time over which the forecast is to cover and time to generate a forecast,
      - identify members of the organization to be included in the forecast, the members derived from the hierarchy,
      - identify forecast data to be automatically analyzed to generate the forecast,
      - identify a visibility mode for the forecast, ~~and~~
      - generate a forecast series comprising the identity of the hierarchy data, the identity of the identified rules, the identity of the date and the period of time to generate a forecast, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identity of the identified visibility mode, and
      - store the forecast series for use in generation of the forecast;
    - an opportunity and revenue scheduling creation set of instructions to send data comprising a set of interactive HTML components via a computer network to a client, a portion of which enable forecast data corresponding to members of the organization to be entered via the client; and
    - a forecast creation set of instructions to

generate a forecast for members of the organization using the forecast series, wherein each forecast is generated based on forecast data that are visible to corresponding members according to the visibility rules, and  
send forecast data corresponding to the forecast to the client to be viewed by a user through use of the set of interactive HTML components.

16. (Previously Presented) The computer system of claim 15, wherein the hierarchy structure comprises a plurality of management levels, the forecast series creation set of instructions further comprises instructions to define visibility rules that specify the forecast data that are visible to each management level of the organization, and include the visibility rules in the forecast series, and the forecast creation set of instructions further comprises instructions to generate a forecast for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.
17. (Previously Presented) The system of claim 15, wherein a forecast is generated for a manager, and the visibility rules include a maximum hierarchy depth search value  $n$  defining a search scope such that the forecast generated for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is  $\leq n$  levels below a management level occupied by the manager.
18. (Cancelled)
19. (Previously Presented) The system of claim 15, wherein the forecast creation set of instructions further comprises instructions to:

enable a member of the organization to submit a forecast to a superior; and  
prevent the member from modifying the forecast after it has been submitted.

20. (Previously Presented) The system of claim 19 wherein the forecast creation set of instructions further comprises instructions to enable one or more of the superior to which the forecast was submitted and a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast.

21. (Previously Presented) The system of claim 15, wherein  
the forecast creation set of instructions further comprises instructions to send data to  
the client, and  
the set of interactive HTML components are configured to present the forecast data in  
a graphical format that enables a member to compare forecast data  
corresponding to related forecasts over time that are specified to be visible to  
that member.

22 - 27. (Cancelled)

28. (Currently Amended) A system comprising:  
a processor;  
a memory, coupled to the processor, and storing instructions executable on the  
processor, the instructions comprising  
a forecast series creation set of instructions to  
identify hierarchy data defining members of an organization and a  
hierarchical position held by each member to be stored in a  
database,  
determine an identity of a current forecast participant who is a member  
of the organization and using the client,  
identify members of the organization who are subordinate to the  
current forecast participant based on the hierarchy data,  
identify a date on which to generate a forecast and a period of time  
over which the forecast is to cover and time to generate a  
forecast,

identify members of the organization to be included in the forecast, the  
members derived from the hierarchy,  
identify forecast data to be automatically analyzed to generate the  
forecast,  
identify a visibility mode for the forecast, ~~and~~  
generate a forecast series comprising the identity of the current  
forecast participant, the identity of members of the  
organization who are subordinate to the current forecast  
participant, the identity of the date and the period of time to  
~~generate the forecast~~, the identity of members of the  
organization to be included in the forecast, the identity of  
forecast data to be automatically analyzed, and the identity of  
the identified visibility mode, and  
store the forecast series for use in generation of the forecast;  
an opportunity and revenue scheduling creation set of instructions to send data  
corresponding to a set of interactive HTML components via a  
computer network to a client that enable forecast data corresponding to  
members of the organization to be entered by a user of the client; and  
a forecast creation set of instructions to  
generate forecasts, using the forecast series, for one or more members  
of the organization who are identified as being subordinate to  
the current forecast participant, and  
send forecast data to the client to be displayed to the user via the set of  
interactive HTML components.

29. (Previously Presented) The system of claim 28, wherein  
the current forecast participant is a manager whose forecast is determined, at least in  
part, on forecasts that are submitted by one or more selected members of the  
organization who are subordinate to the manager, and  
the forecast creation set of instructions further comprises instructions to  
automatically generate a forecast for any member among said one or more  
selected members who has yet to submit a forecast, and



generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that is automatically generated.

30. (Previously Presented) The system of claim 29, wherein the forecast creation set of instructions further comprises instructions to

automatically calculate forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast in a recursive manner from lower levels to higher levels in the organization's hierarchy, wherein the manager occupies at least a second level of management in the organization's hierarchy.

31 - 44. (Cancelled)

45. (Currently Amended) A method comprising:

identifying hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of each member of the organization;

identifying a date on which to generate a forecast and a period of time over which the forecast is to cover and time to generate a forecast;

identifying members of the organization to be included in the forecast, the members derived from the hierarchy;

identifying forecast data to be automatically analyzed to generate the forecast;

identifying a visibility mode for the forecast;

generating a forecast series comprising the identity of the identified hierarchy data,

the identity of the identified date and the period of time to generate the

~~forecast~~, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the

identity of the identified visibility mode; ~~and~~

storing the forecast series for use in generation of the forecast; and

generating the forecast using the forecast series.

46. (Previously Presented) The method of claim 45, wherein the hierarchy structure comprises a plurality of management levels and further comprising:
- defining visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device;
  - including the visibility rules in the forecast series; and
  - generating a forecast for any management level of the organization using the forecast series, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.
47. (Previously Presented) The method of claim 45, further comprising presenting the forecast in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.
48. (Currently Amended) A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:
- identifying hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization;
  - identifying a date **on which to generate a forecast and a period of time over which the forecast is to cover and time to generate a forecast;**
  - identifying members of the organization to be included in the forecast, the members derived from the hierarchy;
  - identifying forecast data to be automatically analyzed to generate the forecast;
  - identifying a visibility mode for the forecast;
  - generating a forecast series comprising the **identity of the identified** hierarchy data, the **identity of the identified** date and **the period of time to generate a forecast,** the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the **identity of the identified** visibility mode; **and**
  - storing the forecast series for use in generation of the forecast; and**
  - generating the forecast using the forecast series.

49. (Canceled)
50. (Currently Amended) A method comprising:
- identifying hierarchy data defining a hierarchy structure of an organization, wherein the hierarchy data comprises a hierarchical position of each member of the organization;
  - identifying a date on which to generate a forecast and a period of time over which the forecast is to cover ~~and time to generate a forecast~~;
  - identifying members of the organization to be included in the forecast, the members derived from the hierarchy;
  - identifying forecast data to be automatically analyzed to generate the forecast;
  - generating a forecast series comprising the identity of the identified hierarchy data, the identity of the identified date and the period of time to generate the forecast, the identity of the members of the organization to be included in the forecast, and the identity of the forecast data to be automatically analyzed;
  - and**
  - storing the forecast series for use in generation of the forecast; and
  - generating the forecast using the forecast series.